

CONTACT US -

#### CORPORATE HEADQUARTERS

8265 N. Faulkner Road  
Milwaukee, WI 53224  
sales@markserv.com  
800.234.0135  
414.973.1331

#### DOMESTIC OFFICES

Oregon 800.689.8233

#### TECHNICAL DRAFTING

San Angelo, TX

#### ENGINEERING & INSTALLATION

Baytown, TX

#### INTERNATIONAL OFFICES

Australia  
Brazil  
Canada  
Dubai  
Korea  
Qatar  
Singapore



Marking Services Incorporated®



# CAPABILITY STATEMENT



# MARKING SERVICES, INC.

Marking Services Incorporated (MSI) is a labeling contractor specializing in the engineering, manufacturing, and installation services of pipe markers, valve tags, equipment identification, and in-plant signage on major construction projects and existing facilities.

As a single-source supplier and contractor, we deliver labeling services and a comprehensive range of superior identification products to plant owners and construction contractors for enhanced communications, operability, and safety.

We've been advancing the use of pipe markers, valve tags, and equipment signs to enhance overall operations of commercial, industrial, health care, educational, and technology facilities for over the last 30 years.

By learning to adapt to our client's needs, we have implemented our AIM Mobile Technology taking asset identification to the next level. Through the inclusion of QR coded identification, our asset tags are now intelligent. AIM provides our clients access to critical operational information vital to hazard reduction, prevention of human errors, and training of plant personnel, ensuring that your plant and employees are operating safely and efficiently.



**MSI's turnkey approach provides a single source for the implementation of all mechanical identification programs. Our crews are all full-time employees who have developed a unique methodology for efficiently labeling plants.**

Customers facing project completion deadlines look to MSI for expertise in streamlining labeling and providing stock and custom marking solutions for major construction projects as well as existing plants. Serving as a single-source supplier, MSI offers unique engineered services that help companies reduce human errors, support training, facilitate application of in-plant procedures, and ensure consistent plant labeling.



# MSI CORE PHILOSOPHY

Logical, thorough, and consistent communication is imperative for the safe and reliable operation of commercial and process facilities. At MSI, we want to help you establish guidelines and specifications to communicate meaningful information to facility personnel in support of safe operations, emergency response, and compliance with regulatory requirements through an effective, durable plant labeling system. MSI wants your facility to be set up with “best practices” for plant labeling products, services, and instant access to critical asset information using mobile technology.

Durable labeling installed correctly and effectively is intended to support process safety management and uninterrupted production by providing critical information to plant personnel in a standardized and consistent manner. The objectives of asset management and identification from MSI are designed to deliver the following benefits:

- 1) **Process Safety Management (PSM):** PSM is an integral part of safe, reliable, and effective plant operations. Benefits of enhancing the PSM program with respect to labeling include:
  - Enhanced facility safety & productivity
  - Improved operator training
  - Assistance for maintenance personnel by providing instant access to asset information like operation and maintenance manuals and work procedures direct at the asset
  - Reduced risk of equipment downtime
  - Aid and support for emergency response personnel
- 2) **Hazard Reduction and the Prevention of Human Error:** A comprehensive and effective labeling program contributes to the effective functioning of process operations and limits the potential for downtime or injuries due to operations or maintenance errors.
- 3) **Uniformity of Labeling Nomenclature:** A labeling program that is standardized and consistent contributes to the flow of information and feedback among all affected departments, including operations, maintenance, safety, environmental, quality, administration, supply, and management. Information flow regarding piping, equipment, valves, instrumentation and hazards must be understood by all parties because of the standard definitions and specific identification included on each label, sign, or tag.
- 4) **Regulatory Compliance:** Industries subject to government oversight or compliance testing can store critical data directly at the asset location and retrieve this data during inspections. Using mobile technology, critical information can be retrieved at the asset without having to dig for information in engineering libraries.

# COMMITMENT TO QUALITY

We pride ourselves as the leader in the industrial process labeling and signage industry. Our mission is to provide value to our clients by conveying vital information to their employees/contractors in the workplace environment using the highest quality mechanical identification products and globally allied services.

MSI's Management and Employees understand that building long term relationships with our clients depends upon our ability to satisfy their needs on a daily basis. Our objective is to provide consistent and predictable products and processes that support the flexibility required to embrace the unique circumstances of each of our customers.

We achieve our mission and objectives through a committed focus on continual improvement in our process performance while ensuring compliance with applicable statutory and regulatory requirements.

We are proud of our long history as a leader in the process labeling and signage industry. Over the years, we have developed smart product solutions for a range of specific labeling problems. We also provide our clients the expertise needed to handle any labeling or signage problem, no matter the scale or complexity.

# MSI VALUE PROPOSITION

**MSI is with you before, during, and after a facility is constructed.** From scoping the project and labeling the assets to management of change, we're there to help make sure your facility is as safe and efficient as possible.

Whether you're an owner or a contractor, MSI can do:



## Project Scoping

- Budget Estimating
- Submittal
- Scanning for as-built conditions
- P&ID Update/Creation
- Material Take-Off

## Specifying Identification

- Choosing material
- Establishing uniform nomenclature
- Customizing material for mobile technology
- Ensuring compliance

## Implementation

- Data mining
- Uploading of documents into mobile document library
- Installation
- Management of change



# TECHNOLOGY SERVICES

## AIM Mobile Technology

Marking Services offers AIM Mobile Technology delivering on-demand 24/7 access to critical asset information. AIM is the integration of asset identification with Mobile technology. MSI QR coded tags provide a direct link to reliable asset information, accessible when installed on valves and equipment at your construction project. This technology empowers your crew to access critical information in the field to make good, safe decisions supporting your team's ability to efficiently and safely complete their responsibilities.

## AIM Forms

Designed to expand the function and service of AIM Mobile Technology, AIM Forms allows operators and managers to communicate more effectively. AIM Forms allows plant operators to engage with interactive forms, accessed via AIM Mobile Technology. Using a smart device, simply scan the equipment sign's QR code, select the appropriate form, and begin to document field observations. MSI will tailor AIM Forms to your unique criteria. We will take your existing forms and digitize them based on your application or content requirements.

## AIM Services

AIM Services is a long-term customized service designed to aid your facilities maintenance departments managing asset documentation. The AIM Services team will build an alliance with your teams on every aspect of your documentation processes for your existing and new facility assets. The AIM Services team is composed of experts that combine their years of identification, construction, operations, and software knowledge to deliver a strong platform for your team to depend on. Focusing on the needs of your organization, AIM Services will provide the services required to maintain the integrity of documentation and asset identification to meet regulatory requirements with continual onsite or project-based services.

## ATLAS

ATLAS helps mitigate human performance errors during the execution of procedures. By scanning a QR code printed with a unique identifier at the critical points of a procedure, ATLAS requires the user to follow a series of tasks before moving onto the next crucial point until the procedure is finished. The user will receive an alert if the incorrect tag has been scanned or the procedure is incomplete. By promoting effective training and guiding users throughout the entire process, ATLAS ensures that your employees and assets are safe when on the job.

# INDUSTRY EXPERTISE

Marking Services is well-versed in the identification marking needs of virtually every kind of facility. We can make pipe marker, valve tag, hazard identification, and safety sign recommendations that provide greater value to you than boilerplate products or specs that are out of date. Providing valuable identification services and products to a wide variety of commercial and industrial industries, we are well versed in requirements and regulations for identification marking.



MECHANICAL & ELECTRICAL CONTRACTORS

COMMERCIAL BUILDINGS



INDUSTRIAL MANUFACTURING



OIL AND GAS



MARINE AND OFFSHORE

POWER GENERATION



PROCESS CHEMICAL



FOOD AND BEVERAGE



ALTERNATIVE ENERGY/SOLAR



PHARMACEUTICAL



ENGINEERS AND ARCHITECTS



# SELECTED PROJECTS

## WHEATSTONE LNG PLANT

Customer: Chevron  
Location: Onslow, Western Australia  
Scope of Work: Turnkey

As a niche Turnkey labeling contractor, we functioned as the single point of responsibility for the Wheatstone LNG Plant. We partnered with Chevron to deliver and install asset identification and industrial labeling products to help reduce human error, support training, facilitate application of in-plant procedures, and ensure consistent plant labeling.



## PANOCH VALLEY

Location: San Benito County, CA  
Scope of Work: Material Supply

We collaborated with a leading provider of EPC services to the US solar energy sector to complete work on the Panoche Valley Solar Project. Our experienced team of specialists helped to accurately identify, engineer, and manufacture a complete collection of exceedingly legible and durable labels and signs promoting a safer work environment and minimizing downtime due to errors or accidents.

## CITRUS POWER PLANT

Customer: Duke Energy  
Locations: Citrus County, FL  
Scope of Work: Turnkey

From the design and engineering to the manufacturing and final install, we have partnered with Duke Energy on a number of their plants to provide our full Turnkey labeling service and QR coded identification. Our identification utilizes critical information taken directly from the plant P&ID's and placed it where it is most meaningful for safe, efficient operations.



## BOSTON CHILDREN'S HOSPITAL

Customer: Boston Children's Hospital  
Location: Boston, MA  
Scope of Work: Turnkey, AIM

Working closely with BCH, we delivered our AIM Mobile Technology and Field Implementation Services ensuring all assets in BCH's facility were identified with a label that could be scanned using a mobile device to instantly view critical asset documents right at the asset location. Utilizing our AIM Technology and Implementation Services, BCH was able to achieve regulatory compliance, operational efficiency, and a secure document retention plan.



## FPSO CIDADE DE ANCHIETA

Customer: SBM Offshore  
Location: Singapore & Brazil  
Scope of Work: Turnkey

We worked with SBM Offshore to provide a Turnkey solution for pipe marking, IMO/ Safety Signage, Dual Language Signage, Compartment Boards, and Operational Boards to ensure all items were in compliance with the Brazilian Norms. We were able to successfully complete the scope of work, allowing SBM's teams to focus their resources on other tasks.